



BANXPRO

IT Staffing and Sales Advisory

Connecting financial institutions with best-in-class technology and talent.



banxpro.com

Company at a Glance

Founded in August 2020, BANXPro was established to bridge the gap between financial institutions and technology vendors by providing IT staffing solutions and sales advisory. BANXPro operates as a regional consultancy and fintech platform enabling end-to-end transformation initiatives.



5+

Years of
Experience



53+

Technology
Vendors



15+

Countries
Presence



996+

Platform
Transactions



Regional Reach

A regional consultancy and fintech platform serving financial institutions across the Middle East and Africa, with partner presence spanning 15 countries.

SECTION 01

BANXPro Platform

A multi-vendor fintech platform connecting financial institutions with specialized technology partners.



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IT Staffing Partner

BANXPro recruits, screens, and places candidates into roles at client companies — spanning temporary, contract, contract-to-hire, and direct-hire/permanent placements.



End-to-end recruitment

Sourcing, interviewing, background checks and, where required, payroll and HR administration for placed workers.



Sales-focused placements

Specialized in finding and placing SDRs/BDRs, account executives, sales managers, and sales leadership (VP of Sales, CRO).



Flexible engagement

Temporary, contract, contract-to-hire, or direct-hire models tailored to client company needs.

Sales Advisory

Consulting services focused on improving a company's sales function — not just hiring people, but helping design how sales should work.



Sales process & playbooks

Building repeatable sales processes, playbooks, and go-to-market strategy for sustainable growth.



CRM & pipeline structure

Setting up CRM systems and pipeline structure, plus defining compensation and quota plans.

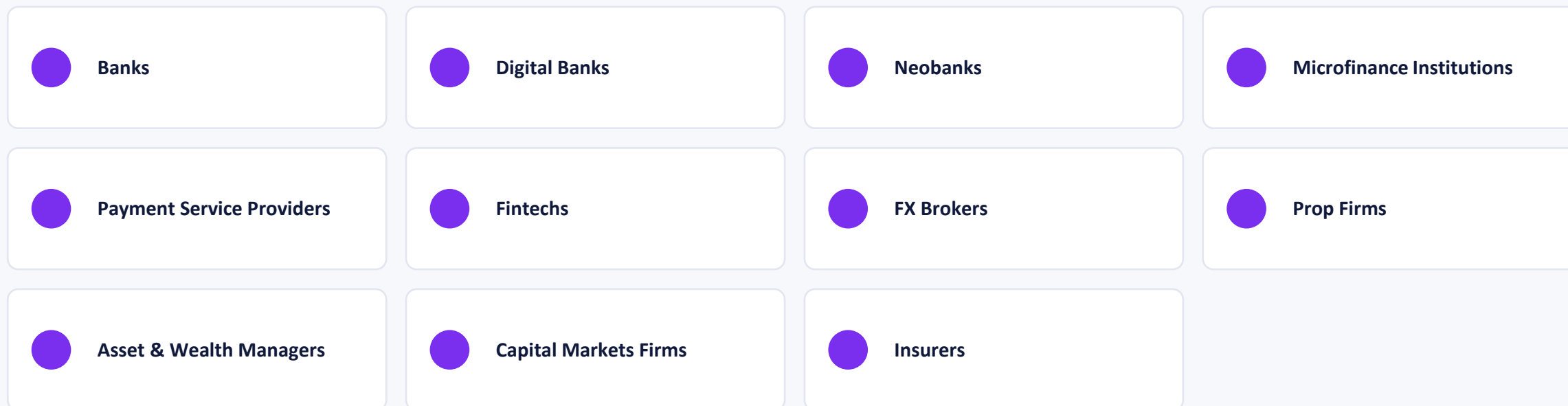


Training & diagnostics

Sales training and coaching, alongside diagnosing why a sales team is underperforming.

BANXPro Platform

BANXPro operates a multi-vendor fintech platform designed to deliver integrated, end-to-end technology solutions — connecting financial institutions with specialized technology and service partners.



Platform Structure

The BANXPro portal is structured into multiple containers. Each container is allocated to one exclusive partner only, ensuring:



No Internal Competition

One exclusive partner per container removes overlap between vendors on the platform.



Clear Market Positioning

Each partner occupies a well-defined space, sharpening their value proposition.



Fair Opportunity Allocation

Equal access to visibility and leads across the partner network.



Strong Partner Visibility

Dedicated placement ensures consistent exposure to the right audience.

SECTION 02

Marketing Banners

Placement and visibility options to help partners promote campaigns across the BANXPro portal.



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Placement & Visibility

Banner Types



Top Banners

- Displayed at the top section of the portal
- High visibility placement
- Ideal for key announcements & flagship campaigns



Side Banners

- Displayed on the right side of the portal
- Persistent visibility while users navigate
- Suitable for promotions & cross-selling

SECTION 03

Sales-as-a-Service

Dedicated and shared Account Executives driving pipeline development on behalf of our partners.



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Why BANXPro



Strategic Partnerships

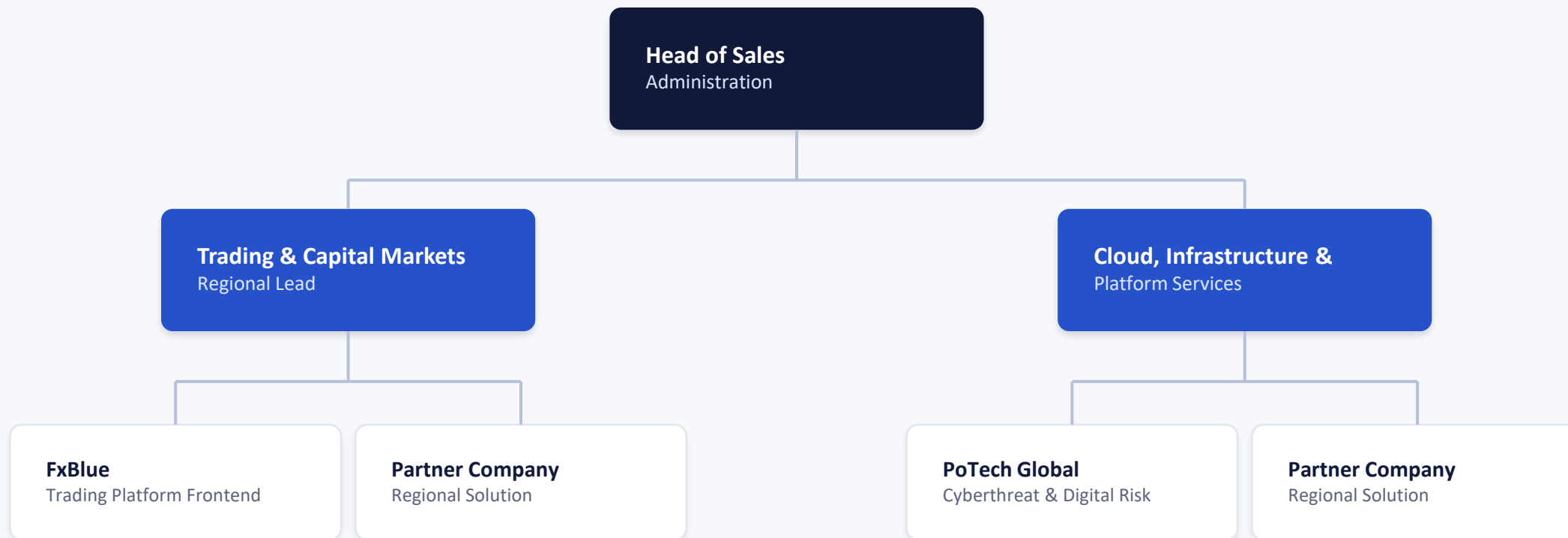
BANXPro is actively complementing its FinTech and TradingTech ecosystem. As part of this expansion, we seek strategic partnerships with leading software vendors and solution providers to represent their offerings across the Middle East and Africa (MEA) region.



Dedicated Account Executives

A key component of this structure is the deployment of shared or dedicated Account Executives, responsible for managing outreach, following up with leads, and engaging prospects on behalf of our partners — ensuring consistent pipeline development and conversion support.

Sales Organization Structure



IT Staffing Engagement



Contract Staffing

- Part-time Sales Consultant (Shared Consultant) + performance-based sales commission
- Full-time Sales Consultant (Dedicated Consultant) + performance-based sales commission

Designed to support vendor expansion across the MEA region.



Benefits

- Cost-effective for short-term needs
- Access to specialized skills quickly
- Reduces long-term HR obligations

SECTION 04

BANXPro Services

Four core service pillars guiding clients from strategy definition to production optimization.



BANXPro

BANXPro Services

BANXPro delivers value across the full technology lifecycle through four core service pillars, ensuring a structured transition from strategy definition to production optimization.

01



BRD Development

Defining detailed business requirements to align stakeholders and set the foundation for delivery.

02



Vendor Selection

Structured process to evaluate and select the right technology vendor for each project.

03



Project Management

End-to-end oversight to keep implementation on time, on scope, and on budget.

04



Post-Go-Live Support

Ongoing support and optimization once the solution is live in production.

Engagement Model

We offer our services in several ways, always looking for the most effective approach based on our clients' needs and type of project. Our team consists of professionals with varied backgrounds and levels of experience.



Bodyshop

Client cherry-picks concrete individual profiles which strengthen their internal team.



Team Leasing

We lease a compact team which ensures delivery of a partial area such as business analysis, development, or testing.



End-to-End Delivery

Our team ensures delivery of the whole project, from project charter definition to deployment into post-production.

Business Consulting Engagement



Business Consulting Services

- Part-time Business Consultant (Shared Consultant) + performance-based bonus
- Full-time Business Consultant (Dedicated Consultant) + performance-based bonus

Designed to support business growth and operational excellence.



Benefits

- Cost-effective solution for short- and medium-term business initiatives
- Reduces long-term recruitment and HR commitments
- Flexible engagement model aligned with business objectives and growth targets



Let's work together

For partnership inquiries:

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 banxpro.com



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